



Act on emerging trends

Benchmark your performance against industry trends within an ever-changing market to better understand how your claims frequency and mix of business are impacting underwriting results.

With the LexisNexis® Insurance Market Insights platform, you can gain a current view of your results against the industry — and compare sub-segments specific to your market — to help you identify and act on emerging trends more quickly and confidently.

Our **Auto Underwriting Insights** report visualizes business and loss frequency trends built from consistently updated contributory data delivered in a dashboard view.

Underwriting trends in unprecedented times

New and unforeseen external forces are constantly impacting the insurance market. Unfortunately, many carriers depend on data sources that are incomplete, latent, and/or inaccurate — including an over-reliance on survey data or data that does not fully represent all portions of the market. This leads to sub-optimal decisions, particularly for carriers not large enough to rely on their own data.

LexisNexis® Insurance Market Insights is a trend insights platform that delivers a suite of industry benchmarking reports (covering underwriting, claims and shopping) to provide a current view of market activity — delivering insights up to 60–80% faster than the industry standard.



Improve your decision-making abilities with better market data

Simply put, the reports delivered by Insurance Market Insights help you figure out if what you're doing is working or not. With detailed **underwriting insights**, you can identify and act on emerging trends more quickly and confidently.

The pace of change will continue to accelerate, from driving behaviors, household profiles, car prices and sales volumes to inflation, other economic factors and ongoing regulatory updates. You need better data that will position your business to succeed in this dynamic environment.

The Auto Underwriting Insights report enables you to:

- ✓ Compare your current and historic claim frequency to the industry
- ✓ Use the interactive reporting dashboard to drill down into a mix of business trends to benchmark your performance
- ✓ See the most complete and current view of market data
- ✓ Examine trends geographically and by channel



The insights our underwriting solution provides for you

We're putting our industry-wide contributory databases to work for you. They are updated monthly to give you more timely performance metrics as conditions change. Here's a look at the insights we offer:



Claim frequency

- Benchmark vs. industry
- Drill by state



Mix of business

- Benchmark vs. industry
- Drill by state



Trend visibility

- Monthly updates
- Extensive industry coverage



Results

- External perspective and context on operational measures

Note: The platform does not identify individual consumers, show individual competitors' performances or provide "real-time" insights.



Faster performance insights help a carrier quickly adapt

ABC Insurance added a new rating element to its quoting process to help price risk more effectively. The new element improved premium pricing accuracy, but it had an unintended side effect in one of ABC's key segments.

With more effective benchmarking from Insurance Market Insights, ABC was able to identify the issue within the first few months after rolling out the new rating policy and adjust its strategy accordingly.



Measure success, inform decisions and grow profitably

The three LexisNexis® Insurance Market Insights reporting tools will help you:

- Compare your performance against the competition in every market
- Evaluate your strategies with more precision in order to help achieve your key targets

	Insurance Market Insights	Industry Standard
Data delivery	Faster reporting with some data updated in as little as 7–30 days after event	Wait 6 to 12 months for data
Side-by-side data comparisons	See total industry and sub-segment results in just a few clicks	Resource and time intensive to compare internal/external data
Accuracy and consistency of benchmarking	A single source of normalized carrier and industry data supports apples-to-apples comparisons	Different data sources have different rules, leading to inconsistent comparisons
Data slicing options	Multiple options to drill down to the views you need	Limited views; not relevant to your market segments or channels

Ready to get started with LexisNexis® Insurance Market Insights?

Schedule your free benchmarking assessment by contacting your representative today at 800.458.9197 or insurance.sales@lexisnexisrisk.com



Get access to the combined **Executive Summary Dashboard** when the Underwriting Insights and Claims Insights reports are purchased together



About LexisNexis Risk Solutions

LexisNexis® Risk Solutions harnesses the power of data and advanced analytics to provide insights that help businesses and governmental entities reduce risk and improve decisions to benefit people around the globe. We provide data and technology solutions for a wide range of industries including insurance, financial services, healthcare and government. Headquartered in metro Atlanta, Georgia, we have offices throughout the world and are part of RELX (LSE: RELX/NYSE: RELX), a global provider of information-based analytics and decision tools for professional and business customers. For more information, please visit www.risk.lexisnexis.com and www.relx.com.

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